To: Doucette, Joyce, Sullivan, Margaret
From: Campbell, Judy
Edited: 4/23/98 14:05
Subject: DORAL B8G2F #800541

HI JOYCE / MARGARET,

ATTACHED IS AN EXCEL SPREADSHEET WITH WORKSHEETS FOR EACH OF YOUR REGIONS FOR THE DORAL CTS B8G2F JUNE PROMOTION.

THIS SPREADSHEET INCLUDES REGION 1610 RETAIL ACCOUNTS THAT ARE HANDLED BY YOUR REGION DIRECT ACCOUNTS. BASED ON THIS SPREADSHEET, I HAVE TRANSFERRED PRODUCT ~~AND DISPLAYS AS~~ INDICATED:

REGION 1110 (7 Styles)
12 CASES EACH STYLE
(THIS IS DIFFERENCE BETWEEN MY SPREADSHEET (22 CASES) AND R. SNOW'S E-MAIL INDICATING 10 CASES WOULD BE NEEDED FOR BOSTON RETAIL ACCOUNTS HANDLED BY 1610 DIRECT ACCOUNTS).

REGION 1210 (7 Styles)
7 CASES EACH STYLE

P.O.S. KITS AND DISPLAYS WILL BE SHIPPED DIRECTLY TO STORES. THEREFORE, PRODUCT ONLY ORDERS NEED TO BE PLACED AND ATTACHED CUSTOMER LIST FORWARDED TO APPROPRIATE DIRECT ACCOUNTS.

THANKS FOR YOUR HELP, AND IF YOU HAVE ANY QUESTIONS, CALL.

J. CAMPBELL / 1610

CC: Snow, Robert

51861 1439

Source: https://www.industrydocuments.ucsf.edu/docs/gpcn0000

A13 - BPEA13N1 TRANSFER ALLOCATIONS BY LEVEL 04/23/98 02:18 PM

NEXT-FN : ___

PROMOTION: 800541 - DORAL CTS B8G2F - JUNE '98
PERIOD: 806-00
FROM: 16XX - 16 BUFFALO REGION
TO: 11XX - 11 BOSTON REGION

ITEM	FROM ALLOC	FROM AVAIL	TRANSFER	TO ALLOC
DORAL LIGHT B8G2F	295	295	12_____	67
DORAL LT 100 B8G2F	295	295	12_____	67
DORAL FF 100 B8G2F	295	295	12_____	67
DORAL MEN LT 100 B8G2F	295	295	12_____	67
DORAL ULT LT 100 B8G2F	295	295	12_____	67
DORAL FF BOX 100 B8G2F	295	295	12_____	67
DORAL LT BOX 100 B8G2F	295	295	12_____	67

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
Quit Retrn PROM PERIO UP DOWN Main

51861 1440

Source: https://www.industrydocuments.ucsf.edu/docs/gpcn0000

A13 - BPEA13N1 TRANSFER ALLOCATIONS BY LEVEL 04/23/98 02:19 PM

NEXT-FN : ___

PROMOTION: 800541 - DORAL CTS B8G2F - JUNE '98
PERIOD: 806-00
FROM: 16XX - 16 BUFFALO REGION
TO: 12XX - 12 NEW YORK METRO REGION

ITEM	FROM ALLOC	FROM AVAIL	TRANSFER	TO ALLOC
DORAL LIGHT B8G2F	276	276	_____	7
DORAL LT 100 B8G2F	276	276	_____	7
DORAL FF 100 B8G2F	276	276	_____	7
DORAL MEN LT 100 B8G2F	276	276	_____	7
DORAL ULT LT 100 B8G2F	276	276	_____	7
DORAL FF BOX 100 B8G2F	276	276	_____	7
DORAL LT BOX 100 B8G2F	276	276	_____	7

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
Quit Retrn PROM PERIO UP DOWN Main

51861 1441

Source: https://www.industrydocuments.ucsf.edu/docs/gpcn0000

51861 1442

ROU 1210: 1610 CTS RETAIL CUSTOMER LIST BY DIRECT ACCOUNT

PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE

RETAIL DISTRIBUTION DATE: 6/8/98

DIRECT ACCOUNT WILL PLACE 'PRE-SLEEVED' UNITS INTO PROMOTIONAL SLEEVES AND SHIP TO RETAIL.
7 BRAND STYLES: DORAL LT/LT 100/FF 100/LT MEN 100/LT BT 100/BOX 100/LT BOX 100
DISPLAYS AND P.O.S. KITS WILL BE SHIPPED DIRECTLY TO STORES.

SUBD	SUBD	CUST	ACCOUNT NAME	ADDRESS	CITY	STATE	SEG	WAREHOUSE	WAREHOUSE	WAREHOUSE	#CARTONS PER STYLE	
162210	162227	130056	TOBI CORP.	6 DOLSON AVE	MIDDLETOWN	NY	CS	181760	EMPIRE CANDY &TOB.	8399	30	
162210	162227	641285	MIDDLETOWN BEER & SO	263 ROUTE 211 E	MIDDLETOWN	NY	CS	181760	EMPIRE CANDY &TOB.	44755	30	
162210	162227	654793	THE BEER STORE	77 PLEASANT STREET	MONTICELLO	NY	CS	181760	EMPIRE CANDY &TOB.		30	
											3	CASES
162309	162329	179489	CIRCLE CARDS N	345 DOWNING DR	YORKTOWN HEIGH	NY	OH	550558	HAROLD LEVINSON		30	
162309	162329	425759	TREASURE CHEST, INC.	DBA LYN'S HALLMARK	MAHOPAC	NY	OH	550558	HAROLD LEVINSON		30	
162309	162329	550256	ALL IN ONE CARD SHOP	RR 6 BOX 22	BREWSTER	NY	OH	550558	HAROLD LEVINSON		30	
162309	162330	179440	MONUMENT STATIONERY	314 HIGHLAND AVE	PEEKSKILL	NY	TB	550558	HAROLD LEVINSON		30	
											4	CASES

Source: https://www.industrydocuments.ucsf.edu/docs/gpcn0000

ROU 1110: 1610 CTS RETAIL CUSTOMER LIST BY DIRECT ACCOUNT

PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE

RETAIL DISTRIBUTION DATE: 6/8/98

DIRECT ACCOUNT WILL PLACE PRE SLEEVED UNITS INTO PROMOTIONAL SLEEVES AND SHIP TO RETAIL.
7 BRAND STYLES: DORAL LT/LT 100/FF 100/LT MEN 100/ULT LT 100/BOX 100/LT BOX 100
DISPLAYS AND P.O.S. KITS WILL BE SHIPPED DIRECTLY TO STORES

[illegible]	[illegible]	[illegible]	ACCOUNT NAME	ADDRESS	CITY	STATE	[illegible]	VAR SIZE	VAR NAME	VAR SIZE	# CARTONS PER STYLE	
163804	163821	278707	ROUTE 63 COUNTRY	525 NORTHFIELD ROAD	HINSDALE	NH	BI	166680	E&J DISTRIBUTORS INC	13555	30	
								166680 Total			1	CASES
163803	163821	552856	ONE STOP PLAZA CONV.	16 MAIN ST	WINCHENDON	MA	CS	409680	GEO. MELHADO AND CO	60379	30	
163804	163821	104100	VALLEY MARINA	RT 202	RINDGE	NH	BI	409680	GEO. MELHADO AND CO	97762-9	30	
163804	163821	230124	BOTTOMS UP	ROUTE 12	FITZWILLIAM	NH	BI	409680	GEO. MELHADO AND CO		30	
163804	163821	733076	RIVERSIDE GROCERY	RTE 9	W CHESTERFIELD	NH	BI	409680	GEO. MELHADO AND CO		30	
163804	163822	103182	THE COUNTRY MILE	RT 31	GREENVILLE	NH	BI	409680	GEO. MELHADO AND CO	971556	30	
163805	163820	346403	POST-TIME	375 S BROADWAY	SALEM	NH	CS	409680	GEO. MELHADO AND CO		30	
								409680 Total			6	CASES
163804	163822	103172	RT. 13 STATELINE CON	RT 13	BROOKLINE	NH	BI	423295	AUBURN MERCH. DIST.	8347	30	
163805	163820	64556	FOODS PLUS CONV.	5 PLAISTOW RD	PLAISTOW	NH	CS	423295	AUBURN MERCH. DIST.	4904	30	
								423295 Total			2	CASES
163805	163820	103056	TEXACO PAYSAVER	531 S BROADWAY	SALEM	NH	CS	472920	ALBERT H NOTINI SONS	945550	30	
163805	163820	103069	R&B SUPERETTE	59 BRIDGE ST	PELHAM	NH	CS	472920	ALBERT H NOTINI SONS	944983	30	
163805	163820	104514	SHYERS LOBSTER POUND	380A S BROADWAY	SALEM	NH	CS	472920	ALBERT H NOTINI SONS		30	
163805	163820	689422	WORLD FAMOUS STATELN	24 BRIDGE ST	PELHAM	NH	CS	472920	ALBERT H NOTINI SONS	936047	30	
163805	163824	486298	MS. MARKET	176 SAGAMORE ST	MANCHESTER	NH	CS	472920	ALBERT H NOTINI SONS	933689	30	
								472920 Total			5	CASES
162303	162324	704360	DOLLAR PLACE	2080 WESTERN AVE	GUILDERLAND	NY	OH	495892	J.POLEP DIST.SERVICE	197004	30	
								495892 Total			1	CASES
162301	162323	549130	COLONIAL DELI MART	191 SWANTON RD	SAINT ALBANS	VT	CN	503160	PINE STATE TOB.&CDY.	935072	30	
162302	162325	114564	BILLMONTS COUNTRY ST	RT 8	STAMFORD	VT	BI	503160	PINE STATE TOB.&CDY.	994616	30	
163801	163828	769387	M & M BEVERAGE	DBA FIRED-UP	SOUTH BARRE	VT	CS	503160	PINE STATE TOB.&CDY.	995845	30	

Source: https://www.industrydocuments.ucsf.edu/docs/gpcn0000

51861 1444

ROU 1110: 1610 CTS RETAIL CUSTOMER LIST BY DIRECT ACCOUNT

PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE

RETAIL DISTRIBUTION DATE: 6/8/98

DIRECT ACCOUNT WILL PLACE 'PRE-SLEEVED' UNITS INTO PROMOTIONAL SLEEVES AND SHIP TO RETAIL.
7 BRAND STYLES: DORAL LT/ LT 100/ FF 100/ LT MEN 100/ ULT LT 100/ BOX 100/ LT BOX 100
DISPLAYS AND P.O.S. KITS WILL BE SHIPPED DIRECTLY TO STORES.

SACED	WREC	CRY	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	VAP SLS	VAP NAME	VAP SPLS	# CARTONS PER STYLE	
163804	163821	230117	STATELINE GROCERY	ROUTE 12	FITZWILLIAM	NH	BI	503160	PINE STATE TOB.&CDY.		30	
163804	163823	490714	ANDY'S STATELINE	83 RIVER RD	HUDSON	NH	BI	503160	PINE STATE TOB.&CDY.	967802	30	
163807	163826	573876	WILLOW HILL FOOD&BEV	826 CENTRAL ST	FRANKLIN	NH	CS	503160	PINE STATE TOB.&CDY.	908038	30	
163807	163826	579433	LACONIA SPA	65 CHURCH ST	LACONIA	NH	CS	503160	PINE STATE TOB.&CDY.		30	
											7	CASES

Source: https://www.industrydocuments.ucsf.edu/docs/gpcn0000

SR TERR	RR TERR	ACCT	FULL NAME	ADDR1	CITY	ST	ZIP	CHAIN ID	CHAIN NAME	VAP WHLSR	VAP WHLSR NAME	VAP SUPPLIER	Dor Ctns. per Brand
112204	112227	524829	VASHAWS VARIETY	302 MAIN ST	GORHAM	NH	3581		0	91800	CAPITAL CANDY CO INC	40078	35
112208	112225	655030	KEVINS DISCOUNT CTR.	ROUTE 16	WEST OSSIPEE	NH	3890		0	91800	CAPITAL CANDY CO INC	37283	55
											CAPITAL CANDY CO INC Total		**90**
112206	112220	408128	CENTER STREET TEXACO	ROUTE 101	RAYMOND	NH	3077		0	396640	MANCHESTER TOBACCO - NH	524488	40
112208	112225	225118	WAGON WHEEL CONV.	ROUTE 11	FARMINGTON	NH	3835		0	396640	MANCHESTER TOBACCO - NH	918441	80
											MANCHESTER TOBACCO - NH Total		**120**
112206	112220	102966	GATEWAY CTRY STORE	25 LAFAYETTE RD	SEABROOK	NH	3874		0	648240	TBI CORPORATION	90805	90
											TBI CORPORATION Total		**90**
											Grand Total		**300**

Source: https://www.industrydocuments.ucsf.edu/docs/bbcn0000

WHOLESALER : 332400 KEYCO DISTRIBUTORS, INC. <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0914
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162208	162220	643077	DUNDEE BEVERAGE	2297 SANS SOUCI P	WILKES BARRE	PA	18702	1				(717)825-4000
162208	162220	710268	WYCHOCKS BEVERAGE	730 W-B TWP BLVD	WILKES BARRE	PA	18702	1				(717)823-5729
162208	162222	291931	PLAZA BEVERAGE, INC.	3 RACHAEL DR	PITTSTON	PA	18640	1				(717)654-2680
162208	162220	503069	ELLIS BEER DISTRIBU	499-501 HAZLE STR	WILKES BARRE	PA	18702	1				(717)822-2166
173806	173820	651406	WYCHOCKS MT TOP BEV	75 S MOUNTAIN BLV	MOUNTAIN TOP	PA	18707	1			54809	(717)474-5577

PAGE BREAK TOTAL ACCOUNTS 5 TOTAL QUANTITY 5

TEMPLATE TOTAL ACCOUNTS 5 TOTAL QUANTITY 5

Add

51861 1446

Source: https://www.industrydocuments.ucsf.edu/docs/gpcn0000

WHOLESALER : 761406 KLEIN CANDY COMPANY <DIRECT>
TEMPLATE : 800541 80600 DOR JUN B8G2F
TEMPLATE SEQ : 0913
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
133204	133226	472685	BEAR SWAMP BEVERAGE	100 W MAIN ST	MACUNGIE	PA	18062	1				(610)966-2160
133204	133226	894045	TREON	1027 W BROAD ST	BETHLEHEM	PA	18018	1				(215)865-2921
133204	133221	806948	FAMILY CENTER	810 HAMILTON MALL	ALLENTOWN	PA	18101	1				(610)434-7344
133205	133229	540772	COLE TOBACCOLAND	213 HIGH STREET	POTTSTOWN	PA	19464	1				(610)323-6060
133208	133226	505459	LU CO CUT RATE	247 NORTHAMPTON S	EASTON	PA	18042	1				(610)258-3561
133208	133226	604382	RIVERSIDE EXXON	158-160 SOUTH 3RD	EASTON	PA	18042	1				(610)253-5909
162204	162226	703602	OUT RIGHT SALES	RR 1 BOX 1025B	LITTLE MEADOWS	PA	18830	1				(717)623-3000
162204	162223	819485	ROBS COUNTRY MKT,IN	RT. 11 MT. VIEW P	GREAT BEND	PA	18821	1			937268	(717)879-2423
162204	162228	764192	AL'S MIDSTATE MARKE	RR 3 BOX 61	GILLETT	PA	16925	1				(717)596-2474
162204	162228	310108	SHEDDEN'S	RT. 14	FASSETT	PA	16925	1				(717)596-2774
162204	162226	651111	FAMILY FARM	106 MAIN ST	SUSQUEHANNA	PA	18847	1				(717)853-4180
162204	162223	281946	B&R DISTRIBUTOR	65 BRIDGE ST	TUNKHANNOCK	PA	18657	1				(717)836-2925
162208	162224	516457	LAUBACH, INC.	547 E 8TH ST	BERWICK	PA	18603	1				(717)752-3571
162208	162220	621400	SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA	18705	1				(717)822-5058
162208		705051	PITTSTON CANDY	197 BROAD ST	PITTSTON	PA	18640	1				(717)883-1050
162208	162224	775325	DRIVE-IN FOOD STORE	401 MILL ST	DANVILLE	PA	17821	1				(717)275-1560
162208	162221	776556	SIMCOE'S BEER DIST.	4630 LEHIGH DR	WALNUTPORT	PA	18088	1				(610)767-1103
162208	162222	776655	BIRNEY BEVERAGE	4957 BIRNEY AVENU	MOOSIC	PA	18507	1				(717)457-5430
162208	162222	776953	WYOMING VALLEY BEV	855 EXETER AVE	WEST PITTSTON	PA	18643	1				(717)654-6811
162208	162229	777313	HARMONY BEVERAGE	ROUTE 940	BLAKESLEE	PA	18610	1				(717)443-7225
162208	162220	784206	J.MANTIONE PLZ SMOK	#10 UNITED PENN P	KINGSTON	PA	18704	1				
162208	162222	553220	WESTSIDE BEVERAGE	1712 WYOMING AVE	EXETER	PA	18643	1				(717)654-6775
162208	162221	091832	WEST END BEVERAGE	RT 209	GILBERT	PA	18331	1				(610)681-4080
162208	162224	185047	MATUS NEWS	39 E MAIN ST	PLYMOUTH	PA	18651	1				(717)779-4058
162208	162224	060780	WYOMING VALLEY BEV	RT. 11	EDWARDSVILLE	PA	18704	1				(717)287-3088
162208	162224	422035	PIKES CREEK BEVERAG	RR 3 BOX 141	HUNLOCK CREEK	PA	18621	1				(717)477-3566
162208	162222	456310	CHERRYS DISCOUNT	115 S MAIN ST	OLD FORGE	PA	18518	1				(717)457-3379
162209	162227	636743	BEAR BEVERAGE	RD1 BOX 86V RT 73	DINGMANS FERRY	PA	18328	1				(717)828-7676
162209	162223	660922	DISCOUNT TOBACCO SH	1129 MAIN ST	PECKVILLE	PA	18452	1				(717)383-6944
162209	162221	748858	THE TOBACCO STOP	8 VILLAGE CTR	E STROUDSBURG	PA	18301	1				(717)223-0333
162209	162222	759281	SCRANTON TOBACCO	219 W OLIVE ST	SCRANTON	PA	18508	1				(717)344-3510
162209	162229	771117	F&T TOBACCO CO.	40 POCONO BLVD	MOUNT POCONO	PA	18344	1				(717)839-4065
162210	162227	660303	POCONO CONVENIENCE	ROUTE 6 AND 209	MATAMORAS	PA	18336	1				(717)491-2156
173806	173820	183750	GRAND SMOKE SHOP	231 W MINE ST	HAZLETON	PA	18201	1			941229	(717)454-2202

PAGE BREAK TOTAL ACCOUNTS 34 TOTAL QUANTITY 34

TEMPLATE TOTAL ACCOUNTS 34 TOTAL QUANTITY 34

********** END OF REPORT FOR PROMOTION 800541 **********

51861 1447

Source: https://www.industrydocuments.ucsf.edu/docs/gpcn0000